

Message Text

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47

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W

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R 230922Z JAN 74

FM AMEMBASSY PRAGUE

TO USDOC WASHDC

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AMEMBASSY VIENNA

UNCLAS PRAGUE 0143

VIENNA FOR EWTC

E.O. 11652: N/A

TAGS: BEXP, CZ

SUBJ: PRIVATE TRADE OPPORTUNITY

REF: STATE A-7974 OF SEPTEMBER 20, 1973

1. 435/01/P0022

2. 012274

3. R. FERRAND

4. 435 CZECHOSLOVAKIA

5. M

6A. REPLY TO--

6 B. ING. JAROSLAV TOTH, TECHNICAL DIRECTOR

6C. WORKS ON THE SLOVAK NATIONA UPRISING

ZIAR NAD HRONOM

CZECHOSLOVAKIA

7. CABLE ZSNP ZIAR N/HR.; TEL:2201 THROUGH 2209 OR 3120

8. --

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9. 100

10. DESCRIPTION.

3567121-0050 ELECTRIC CASTING AND DUMPING FURNACE WITH 20 TO 30 TON CAPACITY FOR ALUMINUM. NO COST ESTIMATE SPECIFIED.

3567211-0050 GAS-FIRED CASTING AND DUMPING FURNACE WITH 20 TO 30 TON CAPACITY FOR ALUMINUM MELTING, COMPLETE WITH TEMPERATURE REGULATING DEVICES. NO COST ESTIMATE SPECIFIED.

THIS PLANT IS SOLE INTEGRATED PRODUCER OF ALUMINA AND ALUMINUM IN CZECHOSLOVAKIA. CURRENT ANNUAL (1972) OUTPUT OF ALUMINUM IS 42,713 METRIC TONS, UP FROM 36,942 TONS THE PREVIOUS YEAR AND 30,833 TONS IN 1970. ESTIMATED CAPACITY, HOWEVER, IS MORE THAN 50,000 TONS. CZECHO-

SLOVAKIA IS NET IMPORTER OF ALUMINUM, EXPORTING VIRTUALLY NONE, AND MUST RELY ON FOREIGN SOURCES, MOSTLY HUNGARY, FOR ITS BAUXITE. DOMESTIC DEMAND, HOWEVER, IS GROWING AND IT IS KNOWN THAT ZIAR NAD HRONOM WORKS HAVE BEEN CONSIDERED FOR MODERNIZATION AND EXPANSION TO MEET THIS DEMAND.

ALTHOUGH NO SPECIFIC DEADLINE FOR RESPONSE HAS BEEN INDICATED, GIVEN RIGIDITIES AND LEAD TIMES INVOLVED IN PLANNING PROCESS IN CZECHOSLOVAKIA, IT WOULD BE ADVISABLE FOR INTERESTED SUPPLIERS TO RESPOND AS SOON AS POSSIBLE. ALL PRICE QUOTATIONS SHOULD BE MADE ON FOB-BASIS. NO SPECIFIC TIME FRAME CAN BE ESTIMATED FOR THE CONCLUSION OF THE PURCHASE CONTRACT, SINCE SEVERAL GOVERNMENT AND FOREIGN TRADE AGENCIES MUST PARTICIPATE IN THE PROCESS OF SELECTING FINAL SUPPLIER FOR FURNACES IN QUESTION. PRIMARY FACTORS LIKELY TO BE *ONSI RED IN REACHING A PURCHASE DECISION WILL BE, IN ORDER LISTED: PROVEN TECHNICAL QUALITY; MAINTENANCE AND SERVICE GUARANTEES;

DELIVERY COMMITMENTS; PRICE AND REASONABLE TERMS.

THE INQUIRY SPECIFIES THAT ALL OFFERS SHOULD INCLUDE A COMPLETE LIST OF SPARE PARTS NEEDED, ALONG WITH THEIR PRICES. ACCORDING TO TECHNICAL DIRECTOR, INITIAL INTEREST ON PART OF HIS ENTERPRISE IN APPROACHING U.S. SUPPLIERS WAS AROUSED BY U.S. INDUSTRIAL HEATING EQUIPMENT TRADE MISSION WHIC* VISITED CZECHOSLOVAKIA IN OCTOBER, 1973.

CORRESPONDENCE IN SLOVAK, CZECH OR GERMAN PREFERRED; BUT ENGLISH ACCEPTABLE.

WORTZEL

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NNN

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Disposition Event:
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